



## Formtek, Inc.

To remain competitive and efficient in a challenging economy with shrinking agency budgets, the State of California developed a process for government agencies statewide to purchase information lifecycle management systems in the areas of Imaging, Document Management, and Workflow. Formtek, Inc. provides top notch software products, business application solutions, and services to help address the state's needs.

Formtek has offices in Walnut Creek, CA and clients throughout California. We develop and provide technology solutions to facilitate enterprise content management—enabling enterprises to manage information, share data, collaborate, and support complex products and projects. Formtek solutions consistently result in cost and time-savings.

Throughout the lifecycle of a product or project—regardless of size and complexity—a massive amount of information is created, reviewed, changed, and distributed electronically by California government employees, contractors, suppliers, and partners. Additionally, programs require vast amounts and varieties of data to support marketing, distribution, operations, training, maintenance, repair, and services. The efficient management of this information affects the state's bottom-line budget.

Formtek's powerful enterprise content management software, Formtek | Orion 5, addresses the challenges faced by state employees to collaborate, and quickly and reliably access and distribute data throughout and across the value chain. Formtek | Orion 5 provides a secure—yet shared—data environment with a transparent electronic path for controlled access and distribution of information across the state's departments and extended enterprise. Formtek | Orion 5 can help California's government employees leverage technology solutions to manage information throughout critical life cycle processes—providing a competitive advantage in their business areas.

Formtek provides products, services, and solutions that fit the state's need for Imaging, Document Management, and Workflow. We have extensive system experience in a range of California industries, including Aerospace & Defense, Automotive, Manufacturing, Utilities, and Telecommunications. From legacy system conversion and integration to departmental system installation and enterprise system deployment, Formtek provides a flexible “quick start” methodology, knowledge transfer, and a detailed systems analysis approach—with a step-by-step implementation process. Our business application solutions are built on a modular product architecture that is designed for low cost entry, easy upgrades, and support. They are designed to support a variety of the state's common operating desktop platforms. These solutions, such as Engineering Data Management, Facilities Document Management, Shop Floor Data Access, Email Archive Solutions, and Engineering Change Request, are packaged to make the purchase process quick and easy. Our quick-start implementation methodology ensures your organization is realizing the full benefits of our solutions as soon as possible.

Formtek offers a complete range of professional support services to complement the complete installation, training, and support of the systems we supply. Formtek's offerings are further enhanced by our strong partnership with Affiliated Computer Services (ACS), who brings specific experience with California-based government agencies and extensive government knowledge. ACS is the leading provider of fully diversified, end-to-end business process outsourcing and information technology solutions to commercial and government clients worldwide.

**The following price pages are provided for State of California purchases per the DGS Master Services Agreement Number 5-03-70-79. For additional sales information please call us at 1.800.FORMTEK or email [sales@formtek.com](mailto:sales@formtek.com).**



Call toll free 1.800.FORMTEK or visit our website at [www.formtek.com](http://www.formtek.com) for more information.

## Server Pricing

Item Number	Model Number	Formtek Server Software	List Price per CPU (US\$)
<b>Foundation Server Pricing</b>			
1	S-001	Formtek   Orion 5 Access Server	\$ 2,500
2	S-002	Formtek   Orion 5 Administration Server	\$ 2,500
3	S-003	Formtek   Orion 5 Desktop Document Server	\$ 2,500
4	S-004	Formtek   Orion 5 Collaboration (Review) Server	\$ 5,000
5	S-005	Formtek   Orion 5 Security Server	\$ 7,500
6	S-006	Formtek   Orion 5 Software Development Kit	\$ 7,500
7	S-007	Formtek   Orion 5 Storage Server	\$ 5,000
8	S-008	Formtek   Orion 5 View Server	\$ 2,500
9	S-009	Formtek   Orion 5 Search Server	\$ 2,500
10	S-010	Formtek   Orion 5 Search Server - Silver Edition	\$ 101,250
11	S-011	Formtek   Orion 5 Search Server - Silver Edition (Non-Production)	\$ 18,000
12	S-012	Formtek   Orion 5 Search Gateway (MSE)	\$ 3,375
13	S-013	Formtek   Orion 5 Search Spider (Per FileSystem)	\$ 2,250
14	S-014	Formtek   Orion 5 Workflow Server	\$ 31,500
<b>Product Interface Pricing</b>			
1	PIC-001	Formtek   Orion 5 Capture Server	\$ 5,000
2	PIC-002	Formtek   Orion 5 Print Management	Note 4
3	PIC-003	Formtek   Orion 5 Report Server	\$ 25,500
4	PIC-004	Formtek   Orion 5 AutoCAD Connector	\$ 5,000
5	PIC-005	Formtek   Orion 5 RepositoryLink	\$ 20,000
<b>Business Application Solutions Pricing</b>			
1	BAS-001	Formtek   Orion 5 Collaborative Project Management Server	\$ 67,850
2	BAS-002	Formtek   Orion 5 Collaboration Management Server	\$ 25,875
3	BAS-003	Formtek   Orion 5 Compliance Management Server	\$ 42,838
4	BAS-004	Formtek   Orion 5 Content Management Server	\$ 42,838
5	BAS-005	Formtek   Orion 5 Digital Asset Management Server	\$ 28,750
6	BAS-006	Formtek   Orion 5 Digital Library Management Server	\$ 23,000
7	BAS-007	Formtek   Orion 5 Electronic Change Request Server	\$ 67,850
8	BAS-008	Formtek   Orion 5 Email Archive Management Server	\$ 25,875
9	BAS-009	Formtek   Orion 5 Engineering Data Management Server	\$ 23,000
10	BAS-010	Formtek   Orion 5 Facilities Management Server	\$ 23,000
11	BAS-011	Formtek   Orion 5 Office Document Management Server	\$ 28,463
12	BAS-012	Formtek   Orion 5 Quickstart Edition Server	\$ 14,375
13	BAS-013	Formtek   Orion 5 Records Management Server	Note 5
14	BAS-014	Formtek   Orion 5 Shop Floor Management Server	\$ 20,125
15	BAS-015	Formtek   Orion 5 Supplier Collaboration Server	\$ 31,625

### Notes:

- <sup>1</sup> Oracle Database Standard Edition is required for running the Orion System. Per CMAS Contract 3-94-70-0013 the price of Oracle Standard Edition (Server) to the State is \$15,000.
- <sup>2</sup> Annual maintenance fees shall be calculated at eighteen percent (18%) of the state price. The Annual Maintenance fee is due upon shipment of the Formtek products by Formtek to the State. Recurring Annual Maintenance fees are due one month prior to expiration of the current year maintenance.
- <sup>3</sup> Formtek reserves the right to make substitutions for product(s) quoted herein providing such substitutions are of reasonably equal in functionality to those products quoted and do not exceed the price quoted herein (cost proposal). This includes, but is not limited to, 3rd party products supplied by Formtek.
- <sup>4</sup> Contact your Formtek Account Manager with printer and plotter types for pricing.
- <sup>5</sup> Use BAS-003, the Formtek Orion | 5 Compliance Management System until otherwise noted.



Call toll free 1.800.FORMTEK or visit our website at [www.formtek.com](http://www.formtek.com) for more information.

## User Pricing

Item Number	Model Number	Formtek User Software	List Price Named User	List Price Monthly Subscription
<b>Foundation User Pricing</b>				
1	CNM-001	Formtek   Orion 5 Access User	\$ 200	\$ 12
2	CNM-002	Formtek   Orion 5 Desktop Document User	\$ 200	\$ 12
3	CNM-003	Formtek   Orion 5 Collaboration User	\$ 300	\$ 18
4	CNM-004	Formtek   Orion 5 Security User	\$ 300	\$ 18
5	CNM-005	Formtek   Orion 5 Search User	\$ 150	\$ 9
6	CNM-006	Formtek   Orion 5 Search Gateway (MSE) User	\$ 50	\$ 3
7	CNM-007	Formtek   Orion 5 Search Spider User (per file system)	\$ 25	\$ 2
8	CNM-008	Formtek   Orion 5 View (Markup) User	\$ 300	\$ 18
9	CNM-009	Formtek   Orion 5 Workflow User	\$ 800	\$ 58
<b>Product Interface User Pricing</b>				
1	CNM-027	Formtek   Orion 5 Capture User	\$ 200	\$ 12
2	CNM-028	Formtek   Orion 5 Print Manager User	\$ 1,000	\$ 60
3	CNM-029	Formtek   Orion 5 Report User	\$ 1,000	\$ 60
4	CNM-030	Formtek   Orion 5 AutoCAD Connector	\$ 1,000	\$ 60
5	CNM-031	Formtek   Orion 5 RepositoryLink User	\$ 1,200	\$ 72
<b>Business Application Solutions User Pricing</b>				
1	BASU-001	Formtek   Orion 5 Collaborative Project Management User	\$ 1,850	\$ 111
2	BASU-002	Formtek   Orion 5 Collaborative Management User	\$ 850	\$ 51
3	BASU-003	Formtek   Orion 5 Compliance Management User	\$ 1,400	\$ 84
4	BASU-004	Formtek   Orion 5 Content Management User	\$ 1,400	\$ 84
5	BASU-005	Formtek   Orion 5 Digital Asset Management User	\$ 950	\$ 57
6	BASU-006	Formtek   Orion 5 Digital Library Management User	\$ 350	\$ 21
7	BASU-007	Formtek   Orion 5 Email Archive Management User	\$ 850	\$ 51
8	BASU-008	Formtek   Orion 5 Electronic Change Request User	\$ 1,850	\$ 111
9	BASU-009	Formtek   Orion 5 Engineering Data Management User	\$ 300	\$ 18
10	BASU-010	Formtek   Orion 5 Facilities Management User	\$ 1,000	\$ 60
11	BASU-011	Formtek   Orion 5 Office Document Management User	\$ 900	\$ 54
12	BASU-012	Formtek   Orion 5 Quickstart Edition User	\$ 350	\$ 21
13	BASU-013	Formtek   Orion 5 Records Management User	Note 4	Note 4
14	BASU-014	Formtek   Orion 5 Shop Floor Management User	\$ 500	\$ 30
15	BASU-015	Formtek   Orion 5 Supplier Collaboration User	\$ 975	\$ 60

### Notes:

<sup>1</sup> Oracle Database Standard Edition Named User is required for running the Orion System. Per CMAS Contract 3-94-70-0013 the price of Oracle Standard Edition per User to the State is \$200.

<sup>2</sup> Annual maintenance fees shall be calculated at eighteen percent (18%) of the state price. The Annual Maintenance fee is due upon shipment of the Formtek products by Formtek to the State. Recurring Annual Maintenance fees are due one month prior to expiration of the current year maintenance.

<sup>3</sup> Formtek reserves the right to make substitutions for product(s) quoted herein providing such substitutions are of reasonably equal in functionality to those products quoted and do not exceed the price quoted herein (cost proposal). This includes, but is not limited to, 3rd party products supplied by Formtek.

<sup>4</sup> Use BASU-003, the Formtek Orion | 5 Compliance Management User until otherwise noted.



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## Services Pricing

Category	Level	Area of Service	List Price Hourly Rate
<b>Program Management Services</b>			
EMGT	L-001	Director/Executive Management	\$ 290
SME	L-002	Industry/Subject Matter Expert	\$ 290
PSME	L-003	Principal/Senior/Managing Engineer	\$ 290
PM	L-004	Project Management	\$ 290
SAR	L-005	System Architect	\$ 290
SRA	L-006	Senior Analyst	\$ 290
<b>System Implementation Services</b>			
SYSA	L-007	Systems Analyst	\$ 230
SE	L-008	Software Engineer	\$ 230
SYSE	L-009	Systems Engineer	\$ 230
<b>Operational Support</b>			
CSE	L-010	Customer Support Engineer	\$ 170
QAE	L-011	QA Engineer	\$ 170
SA	L-013	System Administrator	\$ 170
TW	L-014	Technical Writer	\$ 170
TS	L-015	Training Specialist	\$ 170



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